



News Briefs

April

2008



FIESTA WARM UP - Mixer on Thursday, 4/10

Join us as we gear up for Fiesta 2008 & welcome the Chinese Chamber of Commerce to the San Antonio business community at the mixer on Thursday, April 10 at Armoires & Accents, 343 W. Sunset off HWY 281. [More..](#)



Mexico Group Meeting: Trends and Challenges in the Mexico - U.S. Bilateral Business Relationship

April's Mexico Group breakfast meeting will feature Robert Barnett, Joseph B. Newton and Mario Melgar of Cacheaux, Cavazos & Newton LLP to speak on "Trends and Challenges in the Mexico-U.S. Bilateral Business Relationship". [More..](#)



IBN Luncheon: Doing Business in China · Finding a Supplier and Moving Your Goods on April 16

The IBN Luncheon on April 16 will feature Ms. Yan Yan from Outdoor Sign Supply, and Ms. Lorena Guillen from GrassRoot Imports. Ms. Yan Yan will provide practical experience on finding buyers and/or suppliers in China. In addition, Ms. Yan Yan will talk about the newly created Greater San Antonio Chinese Chamber of Commerce and how the Chamber can help you tap into the Chinese market. Ms. Lorena Guillen will provide her practical experience on moving goods to/from China. [More..](#)



SAVE THE DATE! Global Business Leaders Forum: The US - Korea FTA: Opening New Doors to Asia

Global Business Leaders Forum presents "The U.S.-Korea FTA: Opening New Doors to Asia" with guest speakers Minister Choi Seok-young from Korea Embassy in Washington, D.C. & Assistant U.S. Trade Representative, Wendy Cutler on May 6, 2008, from 12:00 · 1:30 p.m. at the International Center · 203 S. St. Mary's Street · 3rd Floor [More..](#)



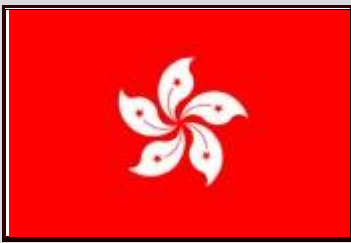
Director of International Policy and Advocacy Position Available. Apply now!

Free Trade Alliance San Antonio is seeking qualified candidates for the position of **Director of International Policy and Advocacy**. [More..](#)



Internship Opportunity Available

Free Trade Alliance San Antonio is seeking qualified candidates for the internship position. [More..](#)



Alliance Cultural Highlights of the Month - Hong Kong (SAR)

Known to the world as the "Pearl of the Orient", Hong Kong is a bustling modern city located on the very southern tip of China. Since July 1, 1997, Hong Kong became a Special Administrative Region (SAR) of China after 150 years of British colonial rule. In this agreement, China has promised that, under its "one country, two systems" policy, China's socialist economic system will not be imposed on Hong Kong and that Hong Kong will enjoy a high degree of autonomy. Hong Kong retains its status as a free port and authority to negotiate separate international trade agreements. The island also administers its own budget, currency

and tax system and enacts its own laws. [More..](#)

Business Development

Business China Executive Training Program 4th module "Finance & Payment Methods" - Tues 4/15

Negotiating and securing payment terms, understanding the foreign exchange risk and financing the deal are essential to successfully doing business in China. Whether you are exporting your goods to China or sourcing products, this session will give you a firm understanding of the relevant financial issues. Knowledge gained from this module will assist participants in reducing costs, lowering non-payment risk and increasing profit margins. [More..](#)



March's Mexico Group

Amadeo Saenz, Executive Director of the Texas Department of Transportation and Hope Andrade, Chair of the Texas Transportation Commission, which oversees TXDoT, participated in a great exchange with the attendees at the March Mexico Group meeting and provided an update about the latest projects that the department is working on in this time of enormous statewide growth, both commercially and residentially. Especially significant in the information they provided was information about the I-35 corridor and some of the work that is being proposed in the State Legislature and by the Governor. [More..](#)



Global Business Leaders Series Luncheon featured Eduardo Aspero on March 14.

FTA kicked off its first Global Business Leaders Forum of 2008 by hosting special guest, Eduardo Asperó, Mexico Country Director of Pacer StackTrain and President of the Mexico Intermodal Transportation Association. His presentation at a luncheon to over 60 attendees from the San Antonio business community provided his perspective about the intermodal transportation in the North American marketplace. [More..](#)



A Glimpse into the Business China Executive Training Program modules one and two

The Business China Executive Training Program, a four-module intensive training course targeted to business professionals, began on March 25th and April 1st for module one and module two which covered the topics of business management and marketing in the People's Republic of China. Over 25 business professionals attended the modules which featured guests speakers Grace Chen, Chairman & CEO of Ocean Soft, Tieman Dipple Jr., an expert on China who authored several book on doing business with the Chinese, Ryan Chargois from Tindall & Foster LLC., Linda Guo, VP of Port2Port, among other experts in doing business with China. [More..](#)



Foreign Investment



IBDC Training Seminars in Spring 2008

We are preparing for the first half of our 2008 Spring IBDC training workshops. The seminars will take place at the IBDC Conference Room, located at 485 Quentin Roosevelt Rd., Suite 607, San Antonio, Texas 78226, on April 17 & 18, 2008. [More..](#)

Exports from San Antonio Exceeds National Average

According to recently released 2006 export figures for the San Antonio metro area, exports grew 31% from 2005 to 2006 from \$2,346,954,123 to \$3,093,733,707 compared to the national average of 14.68%. While much of the increase was driven by the growth in manufacturing exports, other important factors also contributed to this increase. Being strategically located near Mexico, San Antonio understands the importance of foreign markets. While Mexico continues to be a very important market and partner, companies in San Antonio are also venturing to new markets in Asia, Africa and Europe. In fact, San Antonio's exports to Africa grew at a faster rate than exports to other areas increasing by 71% from 2005 to 2006. [More..](#)



President Bush's Remarks on the Colombia Free Trade Agreement

On April 7th, 2008, President Bush signed a letter to Congress to transmit legislation on implementing the United States' free trade agreement with Colombia. [More..](#)



Membership



New Member Profile: RedPack Established in 1991, RedPack is 100% Mexican-owned. It started with eight offices in Mexico City and neighboring states. In 1997, RedPack expands its coverage to more than 750 destinations in Mexico and 160 offices

throughout the country, becoming the largest delivery network in Mexico. In 1998, it started an international service covering more than 240 countries. [More..](#)



Welcome to Our International Network! The Alliance would like to formally welcome our new members and also thank those individuals and companies that have renewed their membership for another year. We look forward to serving you in 2008! [More..](#)



Alliance Member Connections: Exclusive Publicity for Members

As always, Free Trade Alliance is consistently looking for ways to maximize membership benefits. As such, the Alliance is proud to announce a new service available to Corporate members and above. Members can now use the **Alliance Member Connections** e-broadcasts to promote international-related news, information, events and programs.

[More..](#)

Events



FIESTA WARM UP - 4/10/2008

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margins. [More..](#)



IBN Luncheon: Doing Business in China - Finding a Supplier and Moving Your Goods - 4/16/2008

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ENVISION '08 Conference in San Antonio, TX - 4/23/2008

ENVISION '08 is all about the owners of emerging to mid-cap companies reaching the next level; it's about attaining and maintaining high-growth, leadership and expansion, and is for every business owner! [More..](#)



SAVE THE DATE! Global Business Leaders Forum:The US - Korea FTA: Opening New Doors to Asia - 5/6/2008

With guest speakers Minister Choi Seok-young from Korea Embassy in Washington, D.C. & Assistant U.S. Trade Representative, Wendy Cutler. [More..](#)



Hong Kong Science and Technology Parks Luncheon Seminar - 5/7/2008

You are cordially invited to attend this luncheon event. Please extend this invitation to the technology business and professional community with global view in the Greater San Antonio area. We would like to share our experience in Hong Kong and present the opportunity in Asia for those Technology companies interested in the international market place in Asia. [More..](#)



The NASCO Conference 2008 - 6/4/2008 Join NASCO at the conference for the latest information and dialogue about trade and transportation issues throughout North America at the Nasco Conference 2008 - Moving North America Forward on June 4 - 6 in Guanajuato, Mexico. [More..](#)



International Business Network (IBN) - 6/18/2008

The Alliance invites you to participate in a new program series, the [IBN](#) . The [IBN](#) is a group of business professionals who come together for lunch to learn, listen, discuss and share their international experience. The group serves as a valuable resource for individuals seeking international assistance and/or opportunities. [More..](#)



30th Annual S.A. to D.C. Trip - 6/22/2008 This June 22-25th the Alliance is leading an international trade issues team as part of the 30th Annual SA to DC trip coordinated by the Greater Chamber and the San Antonio Hispanic Chamber of Commerce. For the past three years, an average of 100 business and civic leaders have traveled to DC to meet with federal legislators, military leaders and administration officials to thank them for their service, discuss important business issues and express the needs of the San Antonio community. [More..](#)

